



# Doing Business with Northrop Grumman and the VITA IT Infrastructure Partnership

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**NORTHROP GRUMMAN**

# Who is Northrop Grumman?

- Northrop Grumman Corporation is a global defense company headquartered in Los Angeles, Calif.
- Northrop Grumman provides technologically advanced, innovative products, services and solutions in systems integration, defense electronics, information technology, advanced aircraft, shipbuilding and space technology.
- We have more than 120,000 employees and operations in all 50 states and 25 countries
- Northrop Grumman serves U.S. and international military, government, and commercial customers.

## What is the Partnership?

- The Commonwealth of Virginia and Northrop Grumman formed a partnership in November 2005 to modernize the state's information technology infrastructure. This groundbreaking public-private partnership is a 10-year, \$2 billion contract
- The IT Infrastructure Partnership, believed to be the first of its kind in the nation, will bring innovative ideas to meeting the needs of the Commonwealth

# Virginia IT Infrastructure Partnership



**Hugh Taylor**  
President,  
Commercial, State and  
Local Group  
Northrop Grumman  
Information Technology  
Sector

- “Northrop Grumman and (VITA) . . . have created a true partnership. We look forward to strengthening our relationship.”
- “Together, we will provide the Commonwealth with improved information technology resources and services.”
- “Our contract . . . (is) providing the highways and the streets, the networks, the data centers. What will it mean for the average Virginian? Several years down the road, they might find a more Internet-capable Old Dominion. Access to anything that you would traditionally stand in line for today.”



**Ronald D. Sugar  
Chairman and CEO  
Northrop Grumman**

- “Northrop Grumman is committed to working with small businesses and those firms owned by women and minorities.”
- Northrop Grumman is investing \$272 million in the state including building data centers in Southwest Virginia and in Chesterfield County. In addition to the state's work, Northrop Grumman will move a quarter of its entire IT processing needs into the Chesterfield center.

# Program Overview

- **Virginia IT Infrastructure Partnership program objectives**
  - Economic development, new jobs and facilities in SW Virginia & Central Virginia
  - Modernization of the Commonwealth's IT infrastructure
  - Transformation of VITA into a managed service provider
  - Northrop Grumman investment in the company's & Commonwealth's future
- **Scope - IT Infrastructure Services to 85 executive state agencies**
  - Operation & Management (day-to-day support - desktop to data center)
  - Infrastructure Modernization & Transformation of Service Delivery

## Recent Accomplishments

- **Successful service transition from VITA to Northrop Grumman July 1**
- **Highly successful employee transition**
  - Extensive outreach, information and communications
  - Resulted in 566 acceptances to date (67% of eligible VITA employees)
- **Focused now on**
  - Improving current operations
  - Planning implementation for transformation



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# Commonwealth Enterprise Solutions Center

## Profile

- Anchor tenant in Meadowville Technology Park, Chesterfield County
- Tier 3 Facility
- 192,000 Sq Ft
- Primary Data Center
- CMOC facility for
  - **Network Operations**
  - **Call Center**
  - **Security Operations**



## Highlights

- Groundbreaking May 23 – Governor Tim Kaine & Jim O'Neill, President, Northrop Grumman Information Technology Sector
- Facility construction on schedule for July 1, 2007 occupancy

# Southwest Enterprise Solutions Center

## Profile

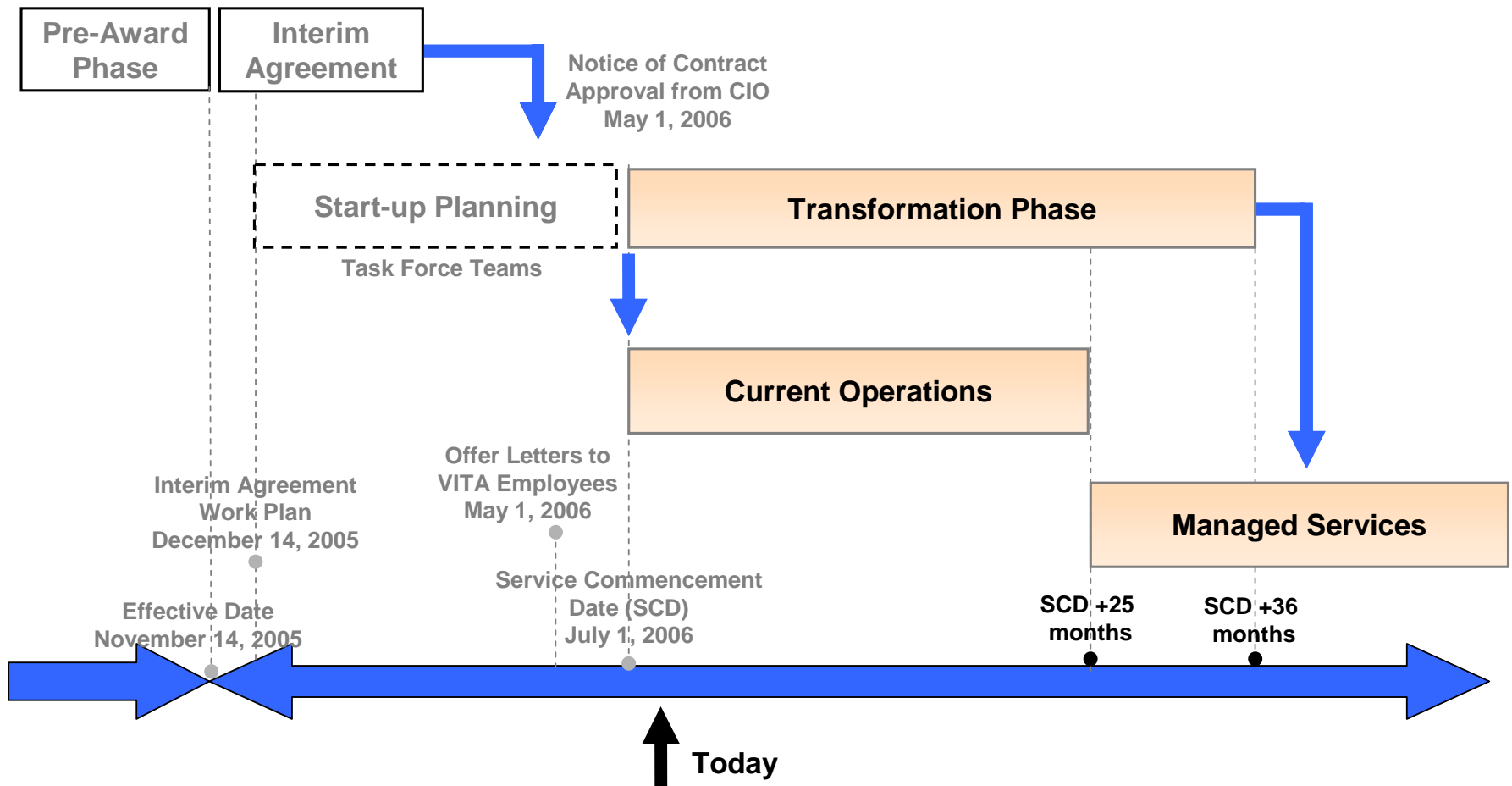
- Investment creates 433 jobs in Southwest Virginia
- Tier 2+ facility in Russell County
- 101,000 sq ft
- IT Partnership help desk
- NG help desk
- SW VA training center
- Disaster recovery
- Backup CMOC facility



## Highlights

- Facility design and preliminary interior layout drafted
- Final detailed building documents complete October 2006
- Groundbreaking event October 26
- On schedule for October 2007 occupancy

# Implementation Timeline



# SWaM Plan

- Include SWaM vendors in all aspects of the procurement process (staff augmentation, goods and services)
- Utilize SWaMs as Tier 1 suppliers for staff augmentation
- Utilize a procurement tool to assist with disseminating RFPs for staff augmentation needs to Tier 1 and associate suppliers
- Have a dedicated Diversity Champion responsible for monitoring and reporting the program's compliance with the Comprehensive Infrastructure Agreement between the Commonwealth and Northrop Grumman
- Building relationships within the small business community to connect with quality SWaM suppliers

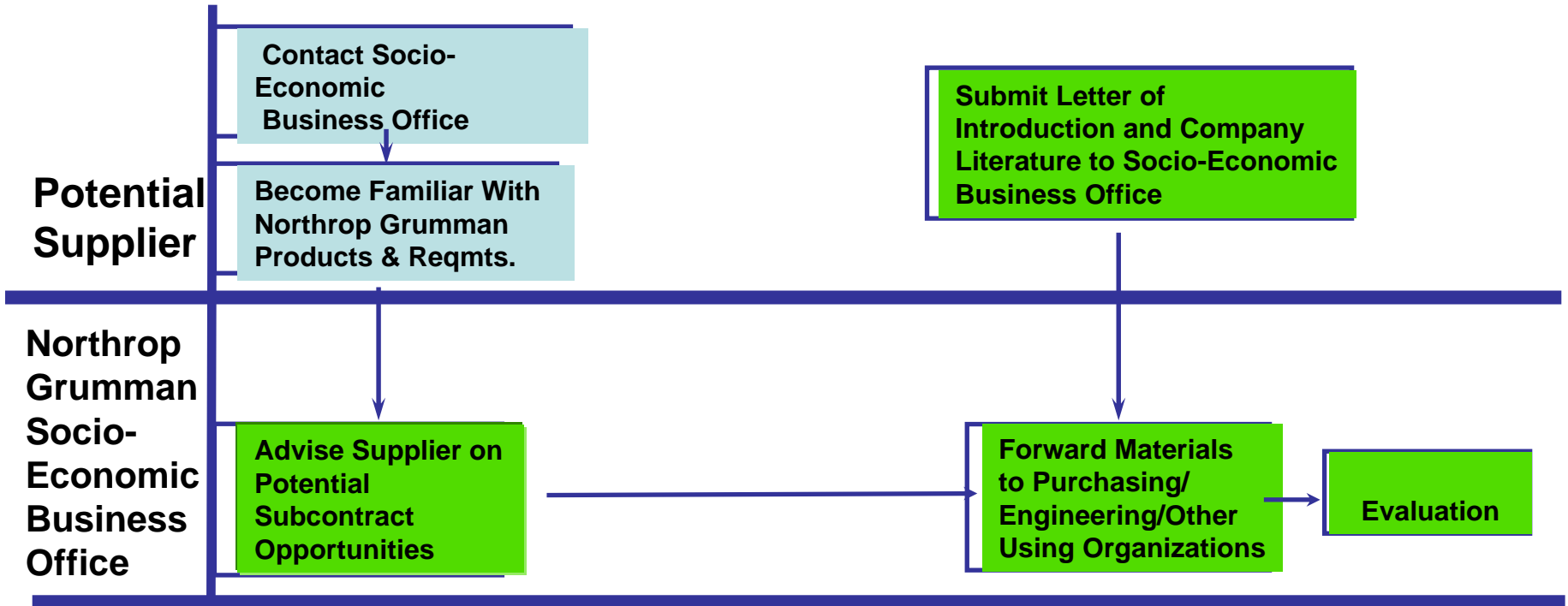
# SWaM Plan

- Work with the Virginia Department of Minority Business Enterprise (VDMBE) to encourage SWaM companies to become certified SWaM vendors
- Work with VITA, VDMBE and other agencies to develop a list of SWaM vendors with a history of quality service to the Commonwealth
- Counsel SWaM companies on subcontracting opportunities
- Include SWaM subcontractor reporting in large subcontracts with majority and/or large companies
- Attend functions held by or for SWaM companies



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# How to Become a Northrop Grumman Supplier



Direct Any Questions on federal opportunities to:  
 Northrop Grumman Socio-Economic Business Office at  
 703-713-4475 & email address: [itsector.sebp@ngc.com](mailto:itsector.sebp@ngc.com)

# Doing the Homework

To Be Effective, Potential Suppliers Must Do the Following:

- Basic marketing research
- How is the company structured?
- What are the principal products?
- Does this company buy what I sell?
- How does the purchasing process work?
- Logistics and timing

## Doing the Homework (Continued)

### Consider:

- Proximity of supplier to company?
- Where is my competition?
- Has the company received new business contracts?
- When will materials / services be needed?

## Supplier Information Required for Federal Subcontracting

- Type of business
- Number of employees
- Financial profile
- Principal product or service
- Areas of product interest
- Description of facilities/equipment/technical capabilities
- Quality assurance standards (ISO Certification, Lean Principles, Six Sigma)
- Certifications (Small Disadvantaged Business, HUBZone, Service-Disabled Veteran)
- NAICS Codes

## What Works

- Credibility
- Quality Products / On-time Delivery / Cost Affordability
- Proven Performance
- Conferences/Trade Fairs
- Perseverance
- Doing Your Homework

## What Doesn't

- Contacting High Level Execs
- Demanding Business
- Being Unprepared
- Not Doing Your Homework

## Building SWAM & Vendor Relationships

### Staff Augmentation: Tier System

#### Our Eight (8) Tier 1 Suppliers:

<b>Astyra Corporation</b> Dana F.I. Love, Ph.D., President Office: (804) 225-9591 x114	<b>BranCore Technologies, LLC.</b> Glenn Davis, President Office: (804) 521-4041
<b>Code X, Inc.</b> Shu Dasgupta, VP Operations Office: (804)622-0700 ext 403	<b>Dataline Consulting Services</b> Terry Hucks, Account Executive Mobile (primary number) (804) 304-5118 Office: (804) 270-4900 ext. 632
<b>Knowledge Information Solutions (KIS)</b> Lynda Badran, Contracts & Administration Office: (757) 463-0033 ext 233	<b>Leading Edge Systems Richmond, Inc.</b> Adish Jain, President Office: (804) 673-5100
<b>Networking Technologies &amp; Support (NTS)</b> Bernard Robinson, President Office: (804) 379-1800	<b>Udig Technologies</b> Andrew L. Frank, Principal Office: (804) 527-0005

# Project Work

- Become certified with the Virginia Department of Minority Business Enterprise (VDMBE) at [www.dmbe.virginia.gov](http://www.dmbe.virginia.gov). Priority is given to Virginia based business.
- Identify in your capabilities statement your top five (5) areas of proven expertise and experience including current contracts and the typical size contract your company is able to handle.
- If you are NOT a small business, include if you plan to work with small businesses and, if so, how.
- Submit your company's capability statement along with a copy of your VDMBE up-to-date certification to:

[Daphne.Hill@ngc.com](mailto:Daphne.Hill@ngc.com)

# Mentor Protégé Program





- **Mentors:** Must be eligible for award of federal contracts and have a negotiated subcontracting plan with the federal government
- **Protégés:** Must be a SDB/WOSB/SDVOSB/HUB Zone small business concern as defined by section 8(d)(3)(c) of the Small Business Act (15USC637(D)(3)(c), Must be Certified as a Small Disadvantaged Business (SDB) By The SBA .
- A concern owned and controlled by an Indian Tribe, or
- A concern owned and controlled by a Native Hawaiian organization, or
- Affiliated with the Javits-Wagner-O'Day Program (National Industry For The Blind/Creating Employment Opportunities For People With Severe Disabilities (NIB/NISH))

# Mentor-Protégé Selection Criteria

- Currently a supplier to NGC
- Past performance
- Supplier niche
- Supplier expertise
- Supplier technical advancement
- Supplier small business category
- Program specific
- Commodity skill selection
- Involvement of HBCU/MIs



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# Benefits Under The Mentor-Protégé Program

## ***Mentor***

- Provide Sole Source Procurements at any sector
- Supplier with compatible technology
- Strategic long-term supplier
- Increase award fee & additional proposal evaluation points, past performance
- Enhanced Competitiveness/New Markets (Set-a-side & SBIR Programs)

## ***Protégé***

- Preferred Supplier
- New Technology
- Leverage NGC
- Increase Revenue & Employee Base
- Diversified Customer Base
- Enhanced Competitiveness

# Mentor-Protégé Program

Tizoc S. Loza

Corporate Mentor-Protégé & HBCU/MIs

Project Manager

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Fax: 703.741-7311

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# IT Infrastructure Partnership

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